



Dar Al-Handasah Consultants
(Shair and Partners)

In Joint Venture

NES National Engineering Services
PAK Pakistan (Pvt.) Limited

P21161/A/L0011-21

4th November 2021

Project Director (Karachi Mobility Project)

Sindh Mass Transit Authority,

Transport & Mass Transit Department, Government of Sindh

House # D-43; Block 2; Scheme No. 5; Kehkashan, Clifton, Karachi, Pakistan

Project: Consulting Services for Preparation of Detailed Design, Procurement Support and Construction Supervision for Karachi Mobility Project (Yellow BRT)

Subject: Proposed Replacement for the Senior BRT Design Expert

Dear Sir,

We refer to the JV's letter reference P21161/A/L0001-21 dated 23/09/2021 pertaining to the availability of Key Staff as included in the JV's proposal.

We wish to highlight that, due to the current Covid-19 pandemic condition and the associated restrictions that regularly change by different countries, along with WHO recommendations for the safety of the people, especially the older ones, Mr. Claudio Macedo - Senior BRT Design Expert – is regrettably unable to travel to Karachi to be part of the resident team, given his current health condition that could be put at risk due to the continuing pandemic situation.

Based on the above, we are hereby proposing Mr. Antonio Gobbo as a replacement for the position of Senior BRT Design Expert. Mr. Gobbo has an equally impressive experience in the BRT field (please refer to the attached CV), and he was already assisting Mr. Macedo starting from 15th September, 2021; Mr. Gobbo was also part of the JV team who attended the official Kick-off meeting of the project on 12/10/2021, and since then has been resident in Karachi and fulfilling his duties in advising the SMTA team and assisting the JV's design experts.

We hope the above proposal will be found acceptable to you, and we shall remain available for any clarification you may find needed pertaining to the above subject.

Yours faithfully

For the JV of Dar Al-Handasah (Shair & Partners) and Nespak Pvt Ltd.

Rabah Ait-Ali,
Authorized Representative

Manama

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2021/11-11
#2021/11-11



CURRICULUM VITAE (CV)

1. **Name of Staff:** ANTONIO J. R. M. GOBBO
2. **Proposed Position:** Senior Bus Rapid Transit System Design Expert, Team Leader Assistant
3. **Employer:** GPO Sistran Engenharia Ltda.
4. **Date of Birth:** 10/12/1966 **Nationality:** Brazilian
5. **Education**

Petrochemical Technologist	Escola Técnica Estadual Conselheiro Antonio Prado - Campinas, SP, Brasil - Brazilian Council Reg.#019118	1981 – 1984
B.S. degree in Engineering Environmental Technology Management	Goiás University Center – UniAnhanguera – Goiania, GO, Brazil	2004 – 2007
Graduate Courses (PGDip) in Production/Logistic/Transport Engineering Research Field: Engineering Research theme: A proposal of formulation of indicators related to unscheduled logistics stoppages	Goiás State University – UEG / ITCO – Anapolis, GO, Brazil	2007 – 2008
Master in Business Administration Research field: Project Management Research theme: <u>Infrastructure Project Finance Management: Impact of the asymmetric allocation of risks in the socio- environmental value-for-money or public-private partnerships</u>	Getúlio Vargas Foundation – FGV – Sao Paulo School of Administration - São Paulo, Brazil	2011 – 2013
Graduate Courses (PGCert) in Project Management	University of California Irvine, USA	2012

6. Professional Certification or Membership in Professional Associations:

Memberships:

- CFQ – Federal Chemistry Council of Brazil – CRQ XII register 019118
- IE - Sao Paulo Institute of Engineering
- PMI– Project Management Institute
- ABGE - Brazilian Association of Engineering Geology and the Environment
- IBAMA Federal Technical Record – Class 5.0 Environment Advisor
- The Libyan Council of Engineers at Benghazi – Endorsement of Diplomas in the League of Arab States



7. Other Relevant Training:

Extension Courses in Intersection Treatment Design	National Transportation Authority – DENATRAN, Sao Paulo, Brazil	2006
Extension Courses in Project Management	Getúlio Vargas Foundation – FGV – Sao Paulo School of Administration - São Paulo, Brazil	2008
Business Development in Infrastructure	CQG Corporate University – São Paulo, Brazil	2011
Strategic Negotiation	CQG Corporate University – Rio de Janeiro, Brazil	2014

Internships, trips and technical visits:

- CN Rail and Metro operators/suppliers technical visit (sponsored by the Canadian Foreign Trade Office) – Toronto, Montreal, Kingston (2013)
- Dubai Metro operations and facilities - technical visit (2014)
- Tokyo Metro operations and facilities - technical visit (2014)
- Technical visit to rolling stock and systems manufacturers in Tokyo and Kuki, Japan (2014)
- Singapore Metro operations and facilities - technical visit (2014)
- Beijing Metro operations and facilities - technical visit (2014)
- Trade visit to InnoTrans 2014 – Berlin, Germany (2014)
- Guangzhou Metro operations and facilities - technical visit (2015)
- China Southern Rail (now CRRC) – rolling stock manufacturer – technical visit to the Zhuzhou and Qingdao plants, China, 2015
- Panama Metro operations and facilities - technical visit (2015)
- Comprehensive technical visit to the China National Railway and Metro operations and technology centres, rolling stock manufacturers and engineering companies (sponsored by the Ministry of Commerce of China) in Beijing, Chengdu, Tianjin, Nanjing, Shanghai and Shenzhen, China, 2016

Publications:

- GOBBO, A.; MUNDIM, R.; MENEZES, P. Study on design of rigid traffic barriers and collision protection devices for CELG high-voltage electric energy transmission towers of Anápolis and Ap. de Goiânia. Goiânia: Companhia Energética de Goiás, 2008.
- GOBBO, A. GIS based technical register survey of BR-470 (Santa Catarina State) and BR-101 (States of Espírito Santo and Bahia) Highways. 2008.
- GOBBO, A.; MUNDIM, R. Technical Report - traffic barriers and collision protection devices for CELG high-voltage electric energy transmission towers in Aparecida de Goiânia road ring. Goiânia: Companhia Energética de Goiás, 2007.
- BARBOSA, R.; MUNDIM, R.; GOBBO, A. Transport/transit/mobility Impact Report (RIT)-Anápolis, GO Urban Transport Hub . 2006.
- MUNDIM, R.; BARBOSA, R.; GOBBO, A. Transport/transit/mobility Impact Report (RIT) -Santa Genoveva International Airport – new passenger hub station. Goiânia, GO. 2005.
- GOBBO, A.; MORAIS, F. Complete traffic signalling plan design - City of Anápolis. 2005.
- BARBOSA, R.; MUNDIM, R.; GOBBO, A. Traffic and mobility Impact Report (RIT)-Universidade Católica de Goiás. 2004.
- GOBBO, A., OLIVEIRA, J. A methodological approach for assessing the impacts of climate changes on transportation infrastructure in the rural environment. Aug 2009 - Abstracts approved for publication in WCTR 2010 – Lisbon – World Congress on Transport Research

8. Countries of Work Experience:

- Brazil
- United Arab Emirates
- Kingdom of Saudi Arabia
- Libya
- Chile



9. Languages:

Language Skills	Reading	Writing	Understanding
Portuguese	Fluent	Fluent	Fluent
English	Fluent	Fluent	Fluent
Spanish	Fluent	Fluent	Fluent

10. Employment Record:

Period	Employing Organisation and your title/position. Contact info for references	Country	
2017-2020	VON GLEHN, GOBBO & PARTNERS Associate	Brazil.	
2017	MTM - MARTIFER METAL Business development / Corporate Affairs Director	Brazil	
2010-2017	QUEIROZ GALVAO CONSTRUCTION. Traffic Engineer / Planning Engineer Coordinator / Project Manager	Brazil	
2005 - 2008	CMTT - COMPANHIA MUNICIPAL DE TRÂNSITO E TRANSPORTES, ANAPOLIS, GO, BRAZIL Engineering Manager (2005-2007) / Director of Engineering (2008)	Brazil	CMTT is the Public Transit and Traffic Engineering Agency of the 350,000 inhabitants city of Anapolis, GO, in Brazilian mid-west region. Traffic engineering and mass transportation system planning and implementation. Mobility-related urban and rural intervention
2004 - 2010	VIA URBANA PROJECTS AND ADVISORY Senior advisor, and Senior Project Manager coordinator of comprehensive traffic and transport impact studies	Brazil	
1997 - 2004	BHC - BRAZ HUMAN CORP ENGINEERING AND CONSULTING Project Manager	Brazil	



11. Detailed Tasks Assigned

He will be responsible to assist the Team Leader in managing all design related matters and will lead the design team in preparation of detail design of the project, relevant technical documentations and comprehensive design coordination keeping all aspects of urban transport, mass transit and quality in consideration.

12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned

The expert has 23 (twenty tree) years of professional experience in urban transport infrastructures design and planning with local (Brazil) and international experience.

The expert deals with projects in similar and/or larger nature, scale and complexity for more than 10 years.

Almost his entire experience has been working in countries with similar conditions (Latin America, Africa and Middle East). The expert is fluent in English language.

Mr. Gobbo is qualified equivalent to Transport Engineer (Production Engineer), with master's degree in Infrastructure Management, Extensions Courses in: Intersection Treatment Road Designs, and is recognised as an expert by Sao Paulo Institute of Engineering, Project Management Institute, Brazilian Association of Engineering Geology and the Environment, and The Libyan Council of Engineers at Benghazi – Endorsement of Diplomas in the League of Arab States.

The expert carried out project, preliminary and detailed design management for Bus Rapid Transit in: Goiania (Brazil), Sharjah (UAE), Abu Dhabi (UAE), Riyadh (KSA). Has also been responsible for project and design assessment of Light Rail Transit Services in: Belo Horizonte (Brazil), Salvador (Brazil), Fortaleza (Brazil), Aracaju (Brazil) and Santos (Brazil). In addition to all that, he was responsible for several transit system and urban assessment.

The assigned specialist was elevated to managerial positions very early in his career, especially due to his comprehensive vision, which extends far beyond the design activities, providing the client with a comprehensive view of all aspects related to the operation of the BRT system and the economics of the concession model, including economic and financial feasibility and bankability, environmental sustainability, and socio-economic benefit.

His experience is also reflected in all dimensions of a transportation system concession - BRT or Rail - both on the public and private side, as a planner, as an operator, as an operational and business strategist, and as a design consultant with expertise in the areas of infrastructure business, engineering and intermodal integration, vehicle application, transportation system operation and demand analysis.

Detailed Tasks Assigned	Reference to Prior Work/Assignments that Best illustrates Capability to Handle the Assigned Tasks
	<p>Work experience in other countries</p> <ul style="list-style-type: none"> Libya – Benghazi Roads Project (2010) / Infrastructure Works in Dariyanah, Al-Quyriah (Tocra), Al-Abyiar, Al-Marj, Al-Drysiyah and Slouq (2010-2011) United Arab Emirates – Sharjah BRT Project (2010) / Abu Dhabi BRT Project (2012) / Also Rhyiad BRT (KSA) studies were developed mostly in Dubai (2012) business-related activities in Canada (2013), Japan (2014), Singapore (2014), China (2016), USA (2016-2017), Chile (2017), Spain (2017) and Argentina (2017) <p>Name of assignment or project: BRT Norte-Sul. GOIANIA. BRAZIL. Year: 2008 – 2010 and 2012-2013 Location: Brazil Client: GOIANIA Municipality Main project features: Feasibility studies, conceptual, basic and detailed design (23,75 km) Positions held: Senior BRT Design Manager Activities performed: Responsible for the technical consultant and the coordination and supervision of all project activities including:</p> <ul style="list-style-type: none"> - Feasibility Studies and Functional Design - Conceptual Design - Basic Design - Detailed Design including:

- 24 km dedicated lines
- BRT Bus stops (Stations): 37

Integration Name of assignment(s) or project(s): Sharjah BRT Project / Abu Dhabi BRT Project / Also Rhyiad BRT (KSA)

Year: 2010 – 2012

Location: KSA and EAU

Client: QUEIROZ-GALVAO International

Main project features: Feasibility studies and tender designs

Positions held: Senior BRT Design Manager

Activities performed: Responsible for the technical consultant and the coordination and supervision of all project activities including:

- Feasibility Studies and Functional Design checking
- Tender Design up to a Basic Design detail
- These projects included more than 200km length dedicated corridors with Stations, Terminals, Transfers, depots, etc.
- As these activities were "internal" studies to evaluate a private feasibility investment, all activities involving the whole project were analyzed: to evaluate properly the CAPEX and OPEX. Tender Design also included several optimizations not only for the design but for the operation.
 - Terminals: 7
 - Transfer Stations: 8
 - Depots: 2
 - Architecture, MEP, etc. for all facilities
 - Urban Inception, geometry, structures, pavement, drainage, signalling, ITS, fare collection, etc.

Name of Assignment or Project: Salvador City Concessions & PPPs

Year: 2021

Client: Salvador City Administration

Location: Brazil

Position: Director of Programs and Projects (Also acting as Advisor the Secretary of Economic Development)

Responsible for structuring and/or assessing and advisory on ALL the Concessions and PPPs of the City of Salvador, including the BRT Stations concession and Urban Mobility issues.

Name of Assignment or Project: QUEIROZ GALVAO CONSTRUCTION

Year: 2012-2017

Location: Brazil

Main Project Features:

Initially assigned to develop project finance and PPP projects in the states of Bahia, Rio Grande do Sul, Paraná, Santa Catarina and Minas Gerais, mainly railroad, road, water and build-to-suit concessions as a member of the commercial team of DCOM-4, under the Regional Commercial Director. In that period, several highly complex structured finance feasibility pre-bid studies and PMIs (procedures for expression of interest in project finance initiatives) were produced. From 2012, as a Sao Paulo-based team member of the SUPE – Structured Finance Superintendence, I was assigned to coordinate the totality of the pre-bid studies of the SP Metros Lines 18 (25 km monorail) and 6 (15 km underground conventional metro) PPPs, acting as deputy of the Business VP at the Board of Administration of the Line 6 concessionaire during the implementation of the SPC. In 2016 promoted to Corporate Affairs Superintendent

- Ferroeste complete PPP and Feasibility Studies (EVTEA) (250 cargo railway, heavy hauling)
- Project Manager, coordinator of high complexity projects. Coordinator of economic, financial, operational, engineering, strategic and feasibility modeling for PPPs and investment initiatives.
- Coordinator on strategy, corporate and financial planning for large-sized national and multinational infrastructure ventures and strategic Investor-EPC partnerships. Head of fund raising and investor relations, under the Corporate Affairs Director, focused on private equity funds and investment banks in Brazil, China and the USA (2016-17) – including Railroads, BRT, Energy and Metrorail concessions (subway, LRT and Monorail)

Main BRT and LRT Projects in charge (in Brazil): Santos LRT, Goiania LRT, Salvador Monorail, Salvador BRT, Maceio BRT & LRT, Lauro de Freitas-Camaçari LRT, Belo Horizonte LRT, Belo Horizonte Monorail, Sao Paulo Monorail (Lines 15 and 18), Recife Monorail Project.

Name of Assignment or Project: QUEIROZ GALVAO CONSTRUCTION INTERNATIONAL – BENGHAZI, LYBIA

Year: 2010

Location: Lybia

Main Project Features:

CONSTRUTORA QUEIROZ GALVAO is one of the major EPC players in Brazil and started overseas operations in the beginning of the 2000's. Lybia Project started in 2008 and the local market was developed through a specific department, DINAQ – Directorate for Northern Africa and Orient comprehending several full-infrastructure requalification works (railway, water and sewage treatment, pavement, urbanization, lighting and telecommunication) of six cities – Dariyanah, Alquyriah, Aldryisiah, AlMarj, Alabyiar and Slouq – and a series of greenfields as the Benghazi Roads project, a 30km road complex connecting the 5th ring road to the new Chinese-built developments off the city skirts – which I was first selected for as a Benghazi-based traffic engineer expert – including a future transit-oriented development, including railway transit. Meanwhile Benghazi Roads was being carried-on, I was assigned to produce the traffic diversion design to the roadworks of all Lybian projects as well as to coordinate the development of Sharjah Emirate, Abu Dhabi Emirate and Ryiad (KSA) BRT projects at the CQG Dubai Branch – including operational design, technical features, demand studies, vehicular procurement specifications, roads & bridges, stations & terminals preliminary design and specs. In a further promotion, in addition to the previous assignments I was also designated to coordinate the planning engineering of the 6 infrastructure requalification projects. The civil war in Lybia unleashed by the Arab Spring demanded all projects to be halted and the complete team evacuation from the warzone by the end of March, 2011

Name of Assignment or Project: CMTT - COMPANHIA MUNICIPAL DE TRANSITO E TRANSPORTES, ANAPOLIS, GO, BRAZIL

Year: 2005-2008

Location: Brazil

Main Project Features:

CMTT is the Public Transit and Traffic Engineering Agency of the 350,000 inhabitants city of Anapolis, in Brazilian mid-west region. Traffic engineering and mass transportation system planning and implementation. Mobility-related urban and rural intervention. Responsible for the coordination and design assessment of the city mass transportation system as Director of Engineering and Transit, including the coordination of studies for bidding of the bus operation system and terminals.

Name of Assignment or Project: VIA URBANA PROJECTS AND ADVISORY – BRASILIA, DF, BRAZIL

Year: 2004-2010

Location: Brazil

Main Project Features:

VIA URBANA is a consulting company focused in traffic engineering and urban planning in northern and mid-west Brazil. Started operations in 2004 and produced many environmental-oriented traffic generation impact reports in urban areas of enterprises deployment and expansion, as well as transit oriented developments – Bus/ BRT/ airports – and transport masterplans.

Main projects:

- (a) Santa Genoveva Airport Traffic Impact Studies for Infraero and the State of Goias;
- (b) Comprehensive Transport Master Plan for the city of Porto Velho, Capital of Rondonia State – sponsored by Santo Antonio Energia S/A as an environmental compensation for the construction of the Santo Antonio Hydropower plant in Madeira River – including the redesign of the bus transit system and conception of Exclusive Bus Corridors.

Name of Assignment or Project: BHC - BRAZ HUMAN CORP ENGINEERING AND CONSULTING

Year: 1997-2004

Location: Brazil

Main Project Features:

BHC is a consulting company focused in Traffic Engineering services for private and government clients, comprehending railway and roadway transit services studies, traffic data surveys, urban road design, including signaling, pavement, road

geometry, bridges and viaducts, traffic diversions, studies of traffic generating poles, Trains and Bus Rapid Transit corridors operation.

Main projects:

- (a) Preliminary technical feasibility studies for passenger rail commuter services for the Goias State Government, Brazil).
 - (b) Hierarchy System of the Streets and Urban Roads of Goiania, GO;
 - (c) Orientation Signaling plan and design of the city of Goiania, GO;
 - (d) Sinalvim – Metropolitan Signaling Masterplan of the Baixada Santista region;
 - (e) Mass transportation and transit system masterplan of Aracaju, SE. Including a complete redesign of the city's entire mass transit system – Terminals, routes, transit features, signalling, bus specification and layouts. (2000-2001)
 - (f) Design advisory – Manaus Bus Corridor System (1998-9)
- Design advisory for the preliminary design of the "Fura Fila" – 12km elevated BRT corridor in Sao Paulo (1997)

Name of Assignment or Project: Sao Paulo Metro Line 6 – Orange Public-Private Partnership

Year: 2012 - 2014

Location: Brazil

Main Project Features:

Most emblematic, complex and challenging project in Gobbo's career so far, the USD 5.5 bn Metro Line 6 development was, at its time, the world's largest greenfield PPP project and illustrates the sum of timely acquired competences acting within a single job. Line 6 is a 15km, 15-station underground metro system within the city of Sao Paulo, designed to transport more than 650,000 passengers/day. Pre-bid multidisciplinary studies comprehended CaPex (engineering works budgeting and strategic plan, rolling stock, energy, architecture, systems, tunneling, environment/ archeology and risk mitigation studies); OpEx (operational costs, risks and forecast, ordinary and accessory revenue, upsides and management plan), Legal Aspects (regulatory framework, corporate law, financial-legal framework, expropriation, right-of-way, guarantees, risk matrix, public hearings, compliance, bidding procedures, tender preparation, contractual framework) and Economics (feasibility, financial and economic valuation and sustainability, business design, modelling, funding and financial sources, way-out alternatives, investment planning and tax optimization, negotiation of financing conditions with BNDES, private equity funds and investment banks), representing Queiroz Galvao shareholders interests in a workgroup with Odebrecht and UTC teams, partners in the project.

From the contract adjudication on, during the implementation of the project, Gobbo acted as deputy of the Business Development VP of CQG to the Board of the MOVE SP concessionaire taking active part in the final contractual framework of the enterprise, demand and economic/ financial review studies and models, selection of rolling stock manufacturer, final design of stations and facilities and interfacing between SPC and EPC consortiums.

For reference: <http://www.movesaopaulo.com.br/>

Name of Assignment or Project: PMI – 4th Conection Island -Continent – Proposals for Urban Mobility in Florianopolis

Year: 2012

Client: Santa Catarina State Government

Location: Brazil

Position: Project Manager

Name of Assignment or Project: PMI – Salvador Metro Project

Year: 2011 – 2012

Client: Bahia State Government

Location: Brazil

Position: Project Manager

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank

Name of Expert: Antonio J.R.M. Gobbo

Date: 01/06/2021

